

**MINUTES OF A REGULAR MEETING OF  
THE BOARD OF DIRECTORS OF  
WIDE AREA INFORMATION SERVERS, INC.  
NOVEMBER 30, 1994**

Pursuant to notice duly and validly given in accordance with the Bylaws, a regular meeting of the Board of Directors of Wide Area Information Servers, Inc., a California corporation, was held on November 30, 1994 at 2:00 pm. at the corporation's offices at 1040 Noel Drive, Menlo Park, California 94025. Brewster Kahle, Chairman and Chief Executive Officer, chaired the meeting, and Allen L. Morgan of Wilson, Sonsini, Goodrich & Rosati, Professional Corporation, Counsel to, and Secretary of, the Company, acted as secretary of the meeting.

All directors were present.

Also present were:

Mary McCall, Controller of the Company  
Allen L. Morgan of Wilson, Sonsini, Goodrich & Rosati,  
Counsel to, and Secretary of, the Company  
Nicholas M. Scharf, a consultant to the Company

**GENERAL BUSINESS REVIEW**

Mr. Kahle presented a general review of the Company's business with the Board.

**FINANCIAL REVIEW**

Mr. Scharf next reviewed with the Board the balance sheet of the Company at October 31, 1994 and the statements of operations and cash flows for the month and year-to-date periods then ended. In each case, historical results were compared to budgeted amounts. A discussion ensued.

**BUSINESS PLANNING REVIEW**

The Board next considered at length a variety of business planning issues.

**FINANCING REVIEW**

Mr. Kahle next led an extended discussion of the entire Board and other persons present of a number of issues involved in the Company's financing strategy.

**Minutes of a Regular Meeting of the  
Board of Directors of  
Wide Area Information Servers, Inc.**

**November 30, 1994**

**ADJOURNMENT**

No further business being before the Board, on motion duly made and seconded, the meeting was adjourned.

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Allen L. Morgan, Secretary